

**State of Delaware
Executive Department
Office of Management and Budget**

January 25, 2011

Mr. Al McDonald, Senior Sales Account Executive
Ms. Carrie Schiavo, Account Manager
Delta Dental
One Delta Drive
Mechanicsburg, PA 17055-6999

Re: State of Delaware Dental Benefit Request for Proposals

Dear Mr. McDonald and Ms. Schiavo:

On January 25, 2011, the State Employees Benefits Committee voted in favor of awarding the Dental Benefit contract to Delta Dental for a PPO plan effective July 1, 2011, pursuant to the terms listed in the Request for Proposal and based on the recommendation of the Proposal Review Committee. We are excited to continue offering our PPO dental benefit program to the State of Delaware employees and retirees and look forward to continuing our great working relationship with Delta Dental. Please allow me to extend congratulations to the Delta Dental team!

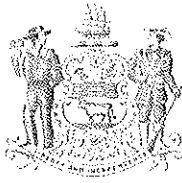
We plan to contact you within the next few weeks to set up a meeting regarding the draft of a new contract and implementation of the revised plan design. Ms. Ann Skeans and Mr. Larry Frank will continue to act as program leads and I will be your contact for contractual matters.

Again, thank you for your time!

Respectfully,

Laurene M. Ehemann
RFP and Contract Coordinator

cc: file



**State of Delaware
Executive Department
Office of Management and Budget**

January 25, 2011

Mr. Jay Rausch, Vice President
Business Development
Dominion Dental Services, Inc.
115 South Union Street, Suite 300
Alexandria, VA 22314

Re: State of Delaware Dental Benefit Request for Proposals

Dear Mr. Rausch:

On January 25, 2011, the State Employees Benefits Committee voted in favor of awarding the Dental Benefit contract to Dominion Dental for a DHMO plan effective July 1, 2011, pursuant to the terms listed in the Request for Proposal and based on the recommendation of the Proposal Review Committee. We are excited to continue offering our DHMO dental benefit program to the State of Delaware employees and retirees and look forward to continuing our great working relationship with Dominion Dental. Please allow me to extend congratulations to the Dominion Dental team!

We plan to contact you within the next few weeks to set up a meeting regarding the draft of a new contract and implementation of the revised plan design. Ms. Ann Skeans and Mr. Larry Frank will continue to act as program leads and I will be your contact for contractual matters.

Again, thank you for your time!

Respectfully,

Laurene M. Eheman
RFP and Contract Coordinator

cc: file